## Message Text

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PAGE 01 BONN 04135 081800Z ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 CCO-00 CIAE-00 OTPE-00 FCC-01 INR-07 NSAE-00 OC-06 USIA-06 COME-00 BIB-01 DODE-00 PM-04 TRSE-00 OMB-01 IGA-02 /049 W --------081953Z 074931 /45

R 081750Z MAR 77 FM AMEMBASSY BONN TO SECSTATE WASHDC 6260 INFO CINC EUR VAIHINGEN

CONFIDENTIAL BONN 04135

E.O. 11652: GDS
TAGS: ETEL, MGW, US
SUBJECT: PROCUREMENT OF TELEPHONE EQUIPMENT FOR US
ARMY FORCES EUROPE

REF: STATE 49003

- 1. DOD PLANS TO PURCHASE TELEPHONE SYSTEM FOR US FORCES IN EUROPE. MATTER BEING HANDLED BY DEFENSE COMMUNICATIONS AGENCY (DCA). AT REQUEST OF DOD AND WE UNDERSTAND AS RESULT OF CORRESPONDENCE BETWEEN FRG MINISTER FOR DEFENSE LEBER AND SECRETARIES OF DEFENSE RUMSFELD AND BROWN, 5TH SIGNAL COMMAND OF EUROPEAN COMMAND GAVE BRIEFING TO GROUP OF MINISTRY OF DEFENSE (MOD) AND BUNDES POSTAL MINISTRY (BPM) REPRESENTATIVES ON MARCH 3, 1977
- 2. GERMAN SIDE PRESENTED PAPER (COPY BEING POUCHED EUR/CE) WHICH IN EFFECT ASKED FOR WHOLE PROJECT IN-CLUDING PROCUREMENT OF EQUIPMENT TO BE TURNED OVER TO BPM. PAPER ALL BUT SAYS THAT GERMAN EQUIPMENT WILL BE USED AND CONTAINS THINLY VEILED THREAT THAT BPM WILL NOT COOPERATE IN ARRANGING INTER-FACE OF MILITARY SYSTEM WITH GERMAN CIVILIAN AND MILITARY SYSTEM IF CONFIDENTIAL

CONFIDENTIAL

PAGE 02 BONN 04135 081800Z

OTHER THAN GERMAN EQUIPMENT USED AND INSTALLATION IS BY OTHER THAN GERMAN PERSONNEL.

3. WE UNDERSTAND THAT DOD HAS ANNOUNCED OPEN INTERNATIONAL BIDDING FOR THIS PROJECT TOTAL VALUE OF WHICH ALLEGEDLY IS IN THE \$100 MILLION RANGE. GERMAN EQUIPMENT IS HIGH PRICED, AND FRG PRESUMABLY HAS CONCLUDED

THAT SOME SUCH PLOY AS THAT TAKEN IN THEIR PAPER IS NECESSARY TO GET THE CONTRACT FOR GERMAN SUPPLIERS.

- 4. WESTERN ELECTRIC IS KNOWN TO BE INTERESTED IN THE PROJECT. INASMUCH AS THE USG IS SUPPLYING THE FUNDS, THE APPARENT FRG EFFORT TO AVOID THE OPEN BIDDING PROCEDURE SEEMS CLEARLY IMPROPER.
- 5. WE ANTICIPATE THAT MATTER MIGHT WELL COME UP DURING VISIT TO US OF BUNDESPOST STUDY GROUP (REFTEL) FROM MARCH 8 TO APRIL 27. CASH

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